



Revision number: 3

Purchasing Agent: BRENDA VELDEVERE (801) 538-3142

**ITEM:** **SHARP DIGITAL COPIERS**  
**FOR BOX ELDER, CACHE, RICH, WEBER AND MORGAN, DUCHESNE, UNITAH, DAGGETT, IRON,**  
**GARFIELD, KANE, WASHINGTON, CARBON, EMERY, GRAND, SAN JUAN, SAN PETE, SEVIER,**  
**PIUTE AND WAYNE COUNTIES**

*PLEASE NOTE THIS CONTRACT ONLY COVERS SHARP MODELS AR-M162 AND AR-M207. PLEASE SEE STATE CONTRACT AR1643 FOR ALL OTHER SHARP PRODUCTS ON CONTRACT.*

VENDOR: 01316I A

LES OLSON COMPANY  
3244 SOUTH 300 WEST  
SALT LAKE CITY UT 84115

INTERNET HOMEPAGE:

[www.lesolsoncompany.com](http://www.lesolsoncompany.com)

TELEPHONE:

(801) 486-7431

FAX NUMBER:

(801) 486-7494

CONTACT:

JACK HEALY

EMAIL ADDRESS:

[jhealy@lesolsoncompany.com](mailto:jhealy@lesolsoncompany.com)

BRAND/TRADE NAME:

SHARP

PRICE:

SEE ATTACHED PRICE SCHEDULE

TERMS:

NET 30

EFFECTIVE DATES:

04/18/02 THROUGH 04/30/2006

DAYS REQUIRED FOR DELIVERY:

1-5 DAYS ARO

PRICE GUARANTEE PERIOD:

1 YEAR

MINIMUM ORDER:

1 COPIER

CONTRACT TERM:

THIS IS A TWO (2) YEAR CONTRACT WITH THREE (3) ONE (1) YEAR  
RENEWAL OPTIONS AFTER 04/17/2004.

ORIGINATING SOLICITATION:

BV2905 OPENED 2/14/2002 AT 1:00 P.M.

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**REVISION #4:****CONTRACT HAS BEEN EXTENDED THROUGH 4/30/2006.**

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**TO USE THIS CONTRACT, PRE-AUTHORIZATION IS REQUIRED.**

All State Agencies are required to compare a minimum of three digital copier contractors for the appropriate segment and then make their purchasing determination based on a best value analysis taking in consideration their individual needs including, but not limited to, price, customer service, maintenance, delivery, etc. State Agencies must then complete the 63A-2-105 Copier Request Form and submit to Brian Jenson (with comparison documentation) for approval prior to ordering any copier from the contractor. Please fax your copier request form to Brian Jenson at 801.537.9240. A copy of the copier request form is located at the end of this contract information sheet.

# STATE OF UTAH CONTRACT PRICING ONLY

## SHARP AR-M162

### State of Utah Regional Contract AR-1513

#### Key Features

- 16 copies per minute
- Scan once print many technology
- Warm-up speed – 45 seconds
- 7.2 second first copy speed
- 1-99 multi-copy range
- Auto exposure
- LCD panel display
- Copy sizes – 5½" x 8½" up to 11" x 17"
- Photo mode with 256 shades of gray
- Quality laser output – 600 DPI copy mode
- Edge erase
- Margin shift
- Reduction and enlargement from 25% to 400%
- Sheet paper capacity 1/250 sheet paper drawer
- 100-sheet bypass



(Copier shown with accessories)

Base Unit Price: \$1,290.00  
(with AR-VR5 Platen Cover)

#### Optional Accessories

AR-205 ABS Standard Copier Cabinet	\$71.00
AR-SP6N 40-Sheet Single Pass Feeder	\$270.00
AR-EB9 Electronic Sorting	\$259.00
AR-256D Memory for AR-EB9	\$160.00
AR-D24 1/250-Sheet Paper Feed Unit	\$236.00
AR-D25 2/250-Sheet Paper Feed Unit	\$420.00
AR-NB3N Scan/Print Kit <b>*Note: Requires AR-EB9</b>	\$599.00
AR-PS3100 Network Print Controller	\$299.00
AR-RW200et 15 AMP Surge Suppressor	\$79.95
AR-FX11 Fax Expansion Kit	\$432.00
AR-MM9 8 MB Memory Expansion for AR-FX11	\$117.00
AR-TR4 Separator Tray Required for Fax, Print or Scanning	\$52.00
AR-PK1N Post Script Kit – Macintosh Users	\$258.00

#### Maintenance & Supplies – Contract PD1514

Maintenance includes all parts, labor, service, and consumable supplies such as toner, developer, heat rollers, drums, kits, and travel. Does not cover paper or staples. To be based at .012 per copy.



Jack Healy  
Government Sales  
Phone: (801) 486-7431  
Fax: (801) 486-7494



## STATE OF UTAH CONTRACT PRICING ONLY

### SHARP AR-M207

#### State of Utah Regional Contract AR-1513

##### Key Features

- 20 copies per minute
- Automatic trayless duplexing 1:2, 2:2, 2:1
- 30-sheet single pass feeder
- Electronic sorting kit
- Scan once print many technology
- Warm-up speed – 30 seconds
- 7.2 second first copy speed
- 1-99 multi-copy range
- Auto exposure
- LCD panel display
- Copy sizes – 5½" x 8½" up to 11" x 17"
- Quality laser output – 600 DPI copy mode
- Reduction and enlargement from 25% to 400%
- Sheet paper capacity 2/250 sheet paper drawer
- 100-sheet bypass
- Dual page copy/book copy mode
- PC Scan
- PC Print



(Copier shown with accessories)

Base Unit Price: \$2,560.00  
(Includes SP9 Document Feeder and EB7 Sorting Kit)

##### Optional Accessories

AR-205 ABS Standard Copier Cabinet	\$71.00
AR-EB9 Electronic Sorting	\$259.00
AR-256D Memory for AR-EB9	\$160.00
AR-D24 1/250-Sheet Paper Feed Unit	\$236.00
AR-D25 2/250-Sheet Paper Feed Unit	\$420.00
AR-NB3N Scan/Print Kit <b>*Note: Requires AR-EB9</b>	\$599.00
AR-PS3100 Network Print Controller	\$299.00
AR-RW200et 15 AMP Surge Suppressor	\$79.95
AR-FX11 Fax Expansion Kit	\$432.00
AR-MM9 8 MB Memory Expansion for AR-FX11	\$117.00
AR-TR4 Separator Tray Required for Fax, Print or Scanning	\$52.00
AR-PK1N Post Script Kit – Macintosh Users	\$258.00

##### Maintenance & Supplies – Contract PD1514

Maintenance includes all parts, labor, service, and consumable supplies such as toner, developer, heat rollers, drums, kits, and travel. Does not cover paper or staples. To be based at .012 per copy.



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ALL COPIER PRICING IS F.O.B. DESTINATION WITH INSTALLATION, TRAINING AND INITIAL "START UP" SUPPLIES INCLUDED (NO SEPARATE CHARGES).

1. TRADE-IN VALUES FOR YOUR EXISTING COPIER(S) ARE TO BE NEGOTIATED ON A CASE-BY CASE BASIS.
2. RELOCATION FEES: USUALLY \$150.00 PER HOUR. HOWEVER, THE COST DEPENDS ON A CASE BY CASE BASIS.
3. CONTRACTOR HAS DEMO MODELS IN THEIR SHOWROOM.
4. THE COMPANION SHARP MAINTENANCE, TONER AND CONSUMABLE SUPPLIES CONTRACT FOR DIGITAL COPIERS PURCHASED FROM THIS CONTRACT CAN BE FOUND ON PD1514.

THIS CONTRACT COVERS ONLY THOSE ITEMS LISTED IN THE PRICE SCHEDULE. IT IS THE RESPONSIBILITY OF THE AGENCY TO ENSURE THAT OTHER ITEMS PURCHASED ARE INVOICED SEPARATELY. STATE AGENCIES WILL PLACE ORDERS DIRECTLY WITH THE VENDOR (CREATING A PG IN FINET) AND MAKE PAYMENTS FOR THE SAME ON A PV REFERENCING THE ORIGINAL PG. AGENCIES WILL RETURN TO THE VENDOR ANY INVOICE WHICH REFLECTS INCORRECT PRICING.

FINET COMMODITY CODE(S):

60042000000 - COPY MACHINES, LASER, INCLUDING PARTS & ACCESSORIES  
60045000000 - COPY MACHINES, THERMAL TYPE INCLUDING PARTS & ACCESSORIES  
65550000000 - COPYING EQUIPMENT, INCLUDING SLIDE DUPLICATORS  
93927000000 - COPY MACHINE MAINTENANCE & REPAIR

**63A-2-105 COPIER REQUEST FORM**  
**STATE OF UTAH**

SUBMIT TO: D.A.S., DIVISION OF PURCHASING AND GENERAL SERVICES  
3150 STATE OFFICE BUILDING,  
FAX: (801) 538-1193 OR (801) 538-3882

DEPARTMENT	ORGANIZATION	ADDRESS		
CONTACT PERSON	PHONE	FAX	DATE PREPARED	DATE NEEDED

**EXPLAIN THE CIRCUMSTANCES LEADING TO THE PURCHASE OF THE NEW COPIER**

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**MINIMUM SPECIFICATIONS (FUNCTIONS/FEATURES) OF THE NEW COPIER**

MULTI-COPY SPEED C.P.M	FIRST COPY SPEED SECONDS	FEEDER/DOCUMENT HANDLER TYPE	
MONTHLY VOLUME	COPY THROUGHPUT (PAPER SIZE AND WEIGHT)		
PAPER CAPACITY SHEETS	VARIABLE MAGNIFICATION %TO %	PRESENT REDUCTION/ENLARGEMNET	
DUPLEXING 1:2 2:2 2:1	COLLATING TYPE	STAPLING TYPE	POWER REQUIRMENTS
OTHER.....			
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**COPIER SELECTED**

MAKE AND MODEL	VENDOR	CONTRACT NO.
PURCHASE PRICE \$	MAINTENANCE COST PER COPY	SUPPLY COST PER COPY

**CURRENT COPIER**

MAKE AND MODEL	DATE PURCHASED	PURCHASE PRICE \$
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WE HAVE REVIEWED THIS REQUEST AND DETERMINED IT WILL PROVIDE CLEAR BENEFIT TO THE STATE.

**X**

DIVISION DIRECTOR (SIGNATURE) \_\_\_\_\_ PRINT NAME \_\_\_\_\_ DATE \_\_\_\_\_  
**X**

DEPARTMENT DIRECTOR (SIGNATURE) \_\_\_\_\_ PRINT NAME \_\_\_\_\_ DATE \_\_\_\_\_

☐ APPROVED

☐ ADDITIONAL RECOMMENDATIONS ATTACHED

\_\_\_\_\_  
DATE